



Engineering
Process
Improvement

LOCKHEED MARTIN 

Lockheed Martin Specs & Standards Access

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Corporate Demographics

- 4 major Business Areas (Aeronautics, Space, Systems, Technology Services)
- Roughly 25 Business Units (maybe 50 locations)
- \$26.5B in 2002 Sales
- 60,000 Technical people

Specs and Standards Access

- 16 Businesses together for Concurrent User License Pool access to a package of Specs and Standards (detail next slides)
- The other 9 have individual arrangements either because
 - Package lacks a piece of content (several ready when content is)
 - Not invented here or less cost focused (no comment)



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The License Pool for Specs and Standards

- **16 businesses share 21 (currently) Licenses**
- **Anyone from these businesses can access**
- **No passwords, users go thru LMC (behind firewall) webpage that records their entry for metrics (to balance cost between sites)**
- **Number of Concurrent User licenses expands as content and usage grow, entry metrics allow us to balance cost per site.**
- **All specs can be found in DB search, only those that are “in package” have a View Docs button.**
- **For these businesses, this has represented both greater access and less overall cost and there is little to no admin cost.**
- **Package content (see next slide) based on providing 90% of what most sites need. Each site purchases additional stuff a la carte as needed.**
- **What’s missing from the Package**
 - One Major SDO missing completely
 - Several smaller SDOs has exclusives but we provide Hard Copy upon request (not in electronic form)



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The Package

	Standards Organization	Status
Mil/Fed	All Military, Federal Specs and Standards including all public domain (e.g. DIDS, NASA, FAA, etc.)	Complete online includes all govt. domain material (I.e. DoD directives, NASA, FAA, NAVSEA, etc.)
AA	The Aluminum Institute	DoD Adopted online
AIA/(NAS)	Aerospace Industries Association of America, Inc.	All specs & standards on-line
ANSI	American National Standards Institute	DoD Adopted online
ASA	Acoustical Society of America	DoD Adopted online
ASHRAE	American Society of Heating, Refrigeration and Air-Conditioning Engineers	DoD Adopted online
ASME	American Society of Mechanical Engineers	DoD Adopted online
ASTM	American Society for Testing and Materials	All specs & standards on-line
AWS	American Welding Society	DoD Adopted, Hard Copy upon request
EIA	Electronics Industries Association	DoD Adopted, Hard Copy upon request
IEEE	Institute of Electrical and Electronics Engineers	DoD Adopted online
ISO	International Organization for Standardization	DoD Adopted online
NSF	NSF International	DoD Adopted online
SAE	SAE International	Not currently in package, must be purchased separately
UL	Underwriters Laboratory	DoD Adopted, Hard Copy upon request
MSDS	Material Safety Data Sheets	Online
ABMA	American Bearing Mfrs. Assoc.	DoD Adopted online
AGMA	American Gear Mfrs. Assoc.	DoD Adopted online
AIAA	American Assoc. of Aeronautics and Astronautics	DoD Adopted online
AIIM	Assoc. for Information & Image Mgmt.	DoD Adopted online
ARI	Air Conditioning and Refrigeration Institute	DoD Adopted online
IEC	International Electrotechnical Commission	DoD Adopted online
NEMA	National Electrical Mfrs. Assoc.	DoD Adopted, Hard Copy upon request
NFPA (Fire)	National Fire Protection Assoc.	DoD Adopted online
RTCA	Radio Technical Comm. For Aeronautics	DoD Adopted online
H4/H8	CAGE Codes	Online
	DIN Standards option (11/27 request)	Complete English version, Hard Copy
API	American Petroleum Institute	DoD Adopted, Hard Copy upon request
AWPA	American Wood Preservers Association	DoD Adopted, Hard Copy upon request
MSS	Mfrs. Standardization Society of Valve and Fittings Industry	DoD Adopted online
SMACNA	Sheet Metal and Air Conditioning Contractors National Association, Inc.	DoD Adopted, Hard Copy upon request
SSPC	Steel Structures Painting Council	DoD Adopted, Hard Copy upon request
Other Standards Organizations		
IPC	IPC - Assoc. Connecting Electronics Industries	online as direct agreement between LMC/



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Where are we headed?

- **Trying to get “package” to it’s 90% of what most sites need.**
 - In dialogue with the 1 major SDO
 - Smaller exclusives being worked by our current Specs and Standards package supplier.
 - Both efforts need help and leverage from this group.
- **We’re here to see if we can jointly address concerns**
- **We believe that:**
 - Flexibility in the supply chain offers competition
 - Cost effective delivery yields more access by our engineers
 - More access means more revenue to SDOs
 - That’s a win-win for users and SDOs